Navy Localized Messages
NRD Denver

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Global Force for Good Key Messages

The below messages are the overall Global Force for Good key messages that you are referencing when talking to recruits

America's Navy is a global force for good…and good can take many forms:

- Bombs on terrorist hide outs
- Bullets to protect innocent civilians against extremists
- Bottles of water to those in need after an earthquake
- Bachelor's degree (advanced training and education)

We protect and defend freedom around the world, and we also offer great opportunities for a great career.

And, remember…. our CNO's tenets:

Warfighting first, operate forward, be ready

All good things take GREAT people

70-80-90-100 Key Messages

You are also using the 70-80-90-100 messages more frequently in your talking points, in media interviews and when speaking to potential recruits

Sailors serve:

- From the sea…**on the land**
- In ships…**on the water**
- In submarines…**under the water**
- In planes and helicopters…**over the water**

70 – percent of the Earth's surface is covered by water
80 – percent of the world's people live near the ocean
90 – percent of all international trade travels by the sea
100 – America's Navy is always 100% on watch

Our mission is to meet America's threats far away, so those threats cannot harm us here.

Recruiting Key Messages

We have helped you localize the below messages to help you communicate the strength of the Navy across NRD Denver

Key Message 1: Forging leaders

- The Navy is more than just a top 50 employer – we forge leaders, allowing regular people to do spectacular things that will shape their future.

Key Message 2: Preparing you for lifelong success

- The Navy not only offers a greater diversity of career choices than any other branch of the services, but it also allows you to achieve educational opportunities before, during or after your Navy career, preparing you for lifelong success

Key Message 3: Making a difference

- The Navy takes you beyond the books to a world of experiences that make a difference to your country and to the world.

Key Message 4: Recruiting a Sailor, Retaining a Family

- The Navy recognizes the demands you face as a Sailor and provides timely and effective family support programs ensuring the welfare of your family - enabling you to serve and excel.

Localized Recruiting Key Messages

Key Message 1: Forging leaders

- The Navy is a far-reaching force and it has strength in Colorado, with nearly 2,000 Sailors, Officers and civilians stationed here, serving their country and doing spectacular things. (*This is an example for the entire state – you would tailor this for each state in your NRD and provide the number of Sailors, Officers and civilians stationed currently so that the public is aware of the Navy presence.*)
- The Navy forges true leaders such as Quarter Master First Class Dustin Reed who not only serves his country by navigating ships and reading radar and satellite coordinates, but also serves his community, most recently using his quick thinking to save the life of his thirteen-year-old neighbor. *(This is an example you can tailor per rank, per recruitment rating, per local humanitarian/service project.)*
- The Navy is more than just a top 50 employer – it's a calling – where we forge leaders such as LCDR xx who recruits Medical Officers to go out and use their experience and skills to serve their country – their patients. (*This is an example where you can swap the priority recruiting rating you want to profile – whether it be Medical, Dental, Special Warfare, etc.*)
- We are proud that our Navy reflects the face of America and harnesses true diversity. In NRD Denver, we employ xx* Hispanic, African American and Asian Pacific Islander Sailors and Officers. We need more diversity in our officer ranks. Within 10 years, the Navy's ranks will be one-third minority, and reach one half by 2050. (*You could only reference Officers instead of Sailors, or include one minority group over another, if you prefer.*)

*PLEASE CHECK WITH NRD PAO FOR LATEST PERSONNEL NUMBERS

Localized Recruiting Key Messages

Key Message 2: Preparing you for lifelong success

- Defusing bombs, rescuing people in distress. A world of the most impossible missions made possible. More than 8,300 total Navy personnel including more than 2,300 active-duty SEALs, 600 Special Warfare Combatant-craft Crewmen (SWCC), 900 reserve personnel, 3,650 support personnel and more than 880 civilians make up the Naval Special Warfare community. We are always searching for the best and brightest, offering enlistment bonuses for some priority recruiting ratings. (*This is an example focusing on Special Warfare – tailor this message to each priority recruiting rating you want to highlight and give examples of the enlistment rewards you provide.*)
- As a member of the Navy Nuclear Propulsion community, you will serve in roles and take on responsibilities that even your most talented peers wait years to take on. Imagine being in your early to mid-twenties and assuming control of a $1.5 billion nuclear-powered submarine. We are searching for the best and brightest to be part of one of the most dynamic environments imaginable, and are recruiting from top universities such as University of Colorado-Denver among many others. (*This is an example of showing the strength of the Navy Nuclear community and making it relevant to your local NRD – tailor the universities you are recruiting from and add any recruiting bonuses you give to Nuke Officers.)*
- America's Navy offers hundreds of career opportunities in dozens of exciting fields. Whether you're seeking a position as a Navy SEAL, Nuke Officer or Dentist, you will find unrivaled training and opportunities with the chance to achieve your education before, during or after your Navy career. *(This is an example of profiling some of the priority recruiting ratings in NRD Denver.)*

Localized Recruiting Key Messages

Key Message 3: Making a difference

- Many young men and women join the Navy to assist in humanitarian missions. These missions take place throughout the world. The Navy can deploy a floating hospital with doctors and dentists that can respond to any crisis worldwide. Here in Colorado, we are interested in recruiting men and women to join us in this mission. *(When tailoring this message, include the specific region or area.)*
- Every day our Navy men and women in uniform across the globe play an important role in keeping peace. And in Casper this weekend, our Sailors' mission was to help eliminate poverty housing and bring a smile to a local family by participating in a Habitat for Humanity renovation project. (*This is an example of tying the Global Force for Good message to what Sailors are doing locally – insert different examples that make sense relative to the events going on in your district.)*
- The community of Wyoming, along with the rest of the American people have high expectations of the United States Navy, and the Navy consistently exceeds these expectations by providing the necessary tools and training for all Navy personnel to do their job. *(This is an example of localizing this message to make it relevant to the people of Wyoming, or the people of Idaho, Kansas, etc.)*

Localized Recruiting Key Messages

Key Message 4: Recruiting a Sailor, Retaining a Family

- The United States Navy provides a support network of relevant services and links Navy families with these services through a variety of tools such as Fleet and Family Support Centers, social media – including Facebook, Twitter and NAVYForMoms.com and the Command Ombudsman program – a family's direct link to the command. For Navy families in Idaho, please reach out to your local Fleet and Family Support Center or network with fellow Navy moms and wives on NAVYForMoms.com *(When tailoring this message, include the specific region or area.)*
- Thank you to our Navy families in Colorado. The Navy recognizes the demands you face as a Sailor and is committed to ensuring the welfare of your family. (*When tailoring this message, include the specific region or area.)*

Colorado Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **10** of the Fortune 500 ranked companies are based in cities in Colorado:
  - Arrow Electronics, DISH Network, Liberty Global, Liberty Interactive, Newmont Mining, Ball, DaVita HealthCare Partners, Level 3 Communications, CH2M Hill, Western Union
- The Navy has a visibly low presence in Colorado with approximately 2,000 Navy personnel employed, including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Colorado's export shipments of merchandise which in 2012 totaled $8.2 billion.
- Colorado received $329,517 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - The Colorado STEP Program, administered by the Colorado Office of Economic Development and International Trade (OEDIT), supports export development for small businesses wishing to compete in the global marketplace.
  - OEDIT will leverage the resources of and actively coordinate with the Rocky Mountain Small Business Administration District Office, the Colorado Small Business Development Centers, the Denver U.S. Export Assistance Center, the World Trade Center Denver, local trade associations, and chambers of commerce and economic development organizations to ensure availability of the STEP program services to targeted small businesses throughout Colorado.

Colorado Data Points

- A total of 5,674 companies exported from Colorado locations in 2011. Of those, 4,989 (87.9 percent) were small and medium-sized enterprises (SMEs) with fewer than 500 employees.
- SMEs generated over one-third (36.4 percent) of Colorado's total exports of merchandise in 2011.
- Export-supported jobs linked to manufacturing accounted for an estimated 4.1 percent of Colorado's total private-sector employment. Nearly one-quarter (24 percent) of all manufacturing workers in Colorado depended on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - Lockheed Martin Corporation - $1,257,593
  - McKesson Corporation - $523,034
  - Northrop Grumman Corporation - $344,803
  - ITT Corporation - $199,179
  - M A Mortenson Companies - $169,665
  - SI International, INC - $159,948
  - United Launch Services, LLC - $155,334
  - Honeywell International INC - $143,649
  - Berkshire Hathaway, Inc. - $127,858
  - Ball Corporation - $103,380

Colorado Data Points

- The state's largest export market was Canada. Colorado posted merchandise exports of $2 billion to Canada in 2012, 24.5 percent of the state’s total merchandise exports. Canada was followed by Mexico ($849 million), China ($676 million), Japan ($427 million), and Germany ($282 million).
- The state's largest merchandise export category was computers and electronic products, which accounted for $2.1 billion of Colorado's total merchandise exports in 2012. Other top merchandise exports are food & kindred products ($1.3 billion), machinery ($1.3 billion), chemicals ($759 million), and miscellaneous manufactured commodities ($474 million).

Colorado Data Points

- In 2012, the following metropolitan areas in Colorado recorded merchandise exports: Denver-Aurora-Broomfield ($3.4 billion), Greeley ($1.4 billion), Boulder ($1.1 billion), Colorado Springs ($1.0 billion), Fort Collins-Loveland ($862 million), Pueblo ($190 million) and Grand Junction ($129 million).
- Top Medical Schools
  - University of Colorado – Denver* (#5, U.S. News Best Medical Schools: Primary Care, #35 U.S. News Best Medical Schools: Research)
- Top Engineering Schools
  - University of Colorado – Boulder* (#35, U.S. News Best Engineering Grad Schools)
  - Colorado School of Mines (#63, U.S. News Best Engineering Grad Schools, Golden, Colorado)
  - Colorado State University (#67, U.S. News Best Engineering Grad Schools, Fort Collins, Colorado)
  - University of Colorado – Colorado Springs (#144, U.S. News Best Engineering Grad Schools)
- Top Chaplain Schools
  - Regis University* (Denver, Colorado)
  - Colorado Christian University (Colorado Springs, Colorado)
  - Iliff School of Theology (Denver, Colorado)
  - Nazarene Bible College (Colorado Springs, Colorado)
  - Denver Seminary (Littleton, Colorado)

*Indicates university with NROTC program

Colorado Data Points

- Three ships have borne the name USS *Colorado*:
  - The first USS *Colorado*, a three-masted steam screw frigate named for the Colorado River, launched in 1856. She was the flagship in the establishment of the Mexican Gulf Blockade in 1861. In 1865 she was flagship of the European Squadron and later sailed the Asiatic Station in 1870. She was decommissioned in 1876.
  - The second USS *Colorado* (ACR-7), a *Pennsylvania*-class Armored Cruiser, was commissioned in 1906. She participated in Caribbean drills until 1915, when she sailed on active duty as flagship of the Pacific Reserve Fleet. Post World War I, she made transatlantic voyages to bring veterans of the American Expeditionary Force home. She was decommissioned in 1919.
  - The third USS *Colorado* (BB-45) was the first of her class of *Colorado*-class Battleships, commissioned in 1923. From 1924 to 1941, *Colorado* operated with the Battle Fleet in the Pacific until Pearl Harbor, when she aided in the efforts against Japan. She decommissioned in 1947 and was sold for scrapping in 1959. *Colorado* received seven battle stars for World War II service.

Colorado Data Points

- Colorado is proud to be home to 24 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Quartermaster Frank Monroe Upton received a Medal of Honor for extraordinary heroism following internal explosion of the FLORENCE "H", on 17 April 1918. The sea in the vicinity of wreckage was covered by a mass of boxes of smokeless powder, which were repeatedly exploding. Quartermaster Frank M. Upton, of the USS *Stewart*, plunged overboard to rescue a survivor who was surrounded by powder boxes and too exhausted to help himself. Fully realizing the danger from continual explosion of similar powder boxes in the vicinity, he risked his life to save the life of this man.
  - Warrant Machinist Donald Kirby Ross received a Medal of Honor for distinguished conduct in the line of his profession, extraordinary courage and disregard of his own life during the attack on the Fleet in Pearl Harbor, by Japanese forces on 7 December 1941. When his station in the forward dynamo room of the USS *Nevada* (BB-36) became almost indefensible due to smoke, steam, and heat, Ross forced his men to leave that station and performed all the duties himself until blinded and unconscious. Upon being rescued and resuscitated, he returned and secured the forward dynamo room and proceeded to the after dynamo room where he was later again rendered unconscious by exhaustion.
  - Commander Bruce McCandless received a Medal of Honor for conspicuous gallantry and exceptionally distinguished service above and beyond the call of duty as Communication Officer of the USS *San Francisco* in combat with enemy Japanese forces in the battle off Savo Island, 12 & 13 November 1942. In the midst of a violent night engagement, the fire of an enemy seriously wounded Lieutenant Commander McCandless and rendered him unconscious, killed or wounded the admiral in command, his staff, the Captain of the ship, the navigator, and all other personnel on the navigating and signal bridges. He assumed command of the ship and ordered her course and gunfire against an overwhelmingly powerful force. With his superiors in other vessels unaware of the loss of their admiral, Lieutenant Commander McCandless boldly continued to engage the enemy and to lead the following vessels to a great victory. Largely through his brilliant seamanship and great courage, the *San Francisco* was brought back to port, saved to fight again in the service of her country.

Idaho Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **One** of the Fortune 500 ranked companies are based in cities in Idaho:
  - Micron Technology
- The Navy has a visibly low presence in Idaho with fewer than 500 Navy personnel employed, including active duty and civilian personnel.
- The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Idaho's export shipments of merchandise which totaled $6.1 billion in 2012.
- Idaho received $405,128 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - The State of Idaho uses STEP funding for the Idaho Global Markets Initiative, which will focus on the Idaho Export Circuit, the International Market Access Grants (IMAG), and travel and study market promotion. The aforementioned programs are meant to increase inbound matchmaking opportunities and outbound international sales opportunities in two targeted export industry sectors, benefiting those who are new to export as well as experienced exporters.
  - IMAG funding will be given at a maximum of $10K each with a 50% match requirement by participating companies.
  - A funding preference will be given to rural, women or veteran-owned and economically disadvantaged Idaho companies. IMAG will be available in four focus areas: 1) circuit follow-up; 2) markets of a company's choice; 3) Export Tech plan execution; and 4) trade mission participation.

Idaho Data Points

- A total of 1,818 companies exported from Idaho locations in 2011. 1,525 (27.5 percent) were small and medium-sized enterprises (SMEs) with fewer than 500 employees.
- SMEs generated over one-quarter (27.5 percent) of Idaho's total exports of merchandise in 2011.
- Export-supported jobs linked to manufacturing accounted for an estimated 5.2 percent of Idaho's total private-sector employment. Over one-sixth (18 percent) of all manufacturing workers in Idaho depended on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - C-2 Construction, Inc. - $22,457
  - American Ecology Corporation - $15,390
  - Echelon LLC - $14,752
  - Honeywell International Inc. - $11,105
  - Mc Alvain Construction, Inc. - $6,741
  - Dawn Enterprises Inc. - $6,273
  - Performance Systems Ind. - $5,879
  - BAE Systems PLC- $3,985
  - Northcon, Inc. - $3,937
  - Starr Corporation -$3,921

Idaho Data Points

- The state's largest export market was Canada. Idaho posted merchandise exports of $1.3 billion to Canada in 2012, 21.8 percent of the state’s total merchandise exports. Canada was followed by Singapore ($963 million), Taiwan ($755 million), Korea ($572 million), and China ($468 million).
- The state's largest merchandise export category was computers and electronic products, which accounted for $2.9 billion of Idaho's total merchandise exports in 2012. Other top merchandise exports were food & kindred products ($637 million), primary metal manufactures ($415 million), and chemicals ($337 million).
- In 2012, the following metropolitan areas in Idaho recorded merchandise exports: Boise City-Nampa ($4.1 billion), Coeur d'Alene ($527 million), Idaho Falls ($281 million), Pocatello ($151 million) and Lewiston ($88 million, portions of this MSA are shared with one or more other states)..
- Idaho is proud to be home to 9 Medal of Honor recipients, but no recorded Navy recipients.

Idaho Data Points

- Top Medical Schools
  - *No medical schools in ID
- Top Engineering Schools
  - University of Idaho* (#144, U.S, News Best Engineering Grad Schools, Moscow, Idaho)
- Top Chaplain Schools
  - Boise Bible College (Boise, Idaho)
  - New Saint Andrews College (Moscow, Idaho)
  - Northwest Nazarene University (Nampa, Idaho)

*Indicates university with NROTC program

Idaho Data Points

- Four ships have borne the name USS *Idaho:*
  - The first U.S. warship to be named in honor of the state of Idaho was a wooden steam sloop launched 8 October 1864 by George Steers of New York. Her twin-screw machinery was of a novel design by B. N. Dickerson and was built by Morgan Iron Works. She was completed in 1866 and commissioned between 2 April and 26 May. She was converted to a full-rigged sailing ship at New York and recommissioned 3 October 1867. The converted *Idaho* was one of the fastest sailing ships of her day, and sailed 1 November 1867 for Rio de Janeiro and a voyage to the Far East, arriving in Nagasaki 18 May 1868. The ship remained there for 15 months as a store and hospital ship for the Asiatic Squadron and moved to Yokohama in mid-August 1869 to prepare for the 20 September voyage back to the United States. She was hit the next day by a typhoon and was severely damaged, but the stout ship stayed afloat and was brought back to Yokohama by her crew. *Idaho* remained in the harbor until decommissioning 31 December 1873. She was sold in 1874 to East Indies Trading Co.
  - The second USS *Idaho* (BB-24), a 13,000-ton *Mississippi* class battleship built at Philadelphia, Pennsylvania, was commissioned in April 1908. Following operations in the Caribbean area and a period of shipyard work, she took part in the February 1909 naval review at Hampton Roads, Virginia, celebrating the Great White Fleet’s return home from its World cruise. Over the next five years, *Idaho* served with the Atlantic Fleet along the U.S. east coast and in the Caribbean, also participating in the naval reviews that were at that time frequent events at New York City. She also made a voyage to England and France in late 1910 and cruised on the Mississippi River in 1911. After several months out of commission, *Idaho* returned to service in May 1914 for a midshipmen's training cruise to the Mediterranean. On 17 July she arrived at Villefranche, France, and transferred her crew to the battleship *Maine*. Decommissioned on 30 July 1914, USS *Idaho* was sold to Greece. Renamed Lemnos, she was a unit of the Greek Navy until April 1941. By that time reduced to a hulk, the old ship was sunk by German air attack at Salamis.

Idaho Data Points

- Continued…:
  - The third USS *Idaho* (SP-545), a 60-foot-long motorboat purchased by the U.S. Navy during World War I, was built in 1907 by Stearns & McKay, Marblehead, Mass. and commissioned at Cape May, N. J., 12 July 1917. She was assigned to the 4th Naval District for patrol and general duties, serving on harbor entrance patrol and submarine net patrol in the Cape May and Philadelphia areas. She was out of commission during the winter of 1917-18, and finally returned to her owner 30 November 1918.
  - The fourth USS *Idaho* (BB-42), a *New Mexico* class battleship, was the fourth ship of the United States Navy to be named for the 43rd state. Her keel was laid down by the New York Shipbuilding Corporation of Camden, New Jersey. She was launched on 30 June 1917 and commissioned on 24 March 1919. She steamed to Rio de Janeiro, Brazil, in July 1919 and then transited the Panama Canal to the Pacific, where she was based for the next dozen years taking part in the Battle Fleet's routine of drills and exercises. In September 1931, the battleship entered the Norfolk Navy Yard for extensive reconstruction where her "cage" masts, a distinguishing feature of American battleships of her era, were replaced with a an up-to-date tower superstructure supporting gunfire controls. She returned to the Pacific in 1935 to prepare for possible combat. With World War II raging in Europe, *Idaho* was transferred to the Atlantic Fleet in June 1941. Following the 7 December 1941 Japanese attack on Pearl Harbor, she was sent back to the Pacific, arriving in January 1942. For the next year, *Idaho* operated along the U.S. west coast and in the Hawaiian area. In April 1943, she went north to the Aleutians, where she supported the landings at Attu in May and Kiska in August. She then joined the drive across the Central Pacific, taking part in the Makin landing in November 1943, the Kwajalain invasion in February 1944, a bombardment of New Ireland in March, the Marianas operation in June and July, and the assault on the Palaus in September. Following an overhaul, she returned to the combat zone in time to provide heavy gunfire support for the February 1945 invasion of Iwo Jima. *Idaho's* 14" guns were again active bombarding Okinawa from late March into May 1945. While off Okinawa, she was damaged by a "Kamikaze" on 12 April, but returned to action after brief repairs. The end of the Pacific War in August 1945 found *Idaho* preparing for the invasion of Japan. She was present in Tokyo Bay when Japan formally surrendered on 2

Utah Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **One** Fortune 500 ranked company is based in a city in Utah:
  - Huntsman
- The Navy has a visibly low presence in Utah with almost 900 Navy personnel employed, including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Utah's export shipments of merchandise which in 2012 totaled $19.3 billion.
- Utah received $341,656 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - STEP funds will be used to accomplish three functions: provide training, trade missions and shows to firms to explore exporting. The target markets are based on regions of the world which Utah believes have the best opportunities for Utah companies to be successful. Utah also will be introducing new company to companies to participate in trade missions and trade shows or to provide their companies with tools to do business internationally. These tools will effectively open Utah firms for up to 63 companies, with projected sales of $6,110,000 by September 2014.
- A total of 3,353 companies exported goods from Utah locations in 2011. Of those, 2,881 (85.9 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated over one-eighth (12.5 percent) of Utah's total exports of merchandise in 2011.

Utah Data Points

- Export-supported jobs linked to manufacturing accounted for an estimated 6.6 percent of Utah's total private-sector employment. One-fifth (19.9 percent) of all manufacturing workers in Utah depended on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - L-3 Communications Holding, Inc. - $474,329
  - Northrop Grumman Corporation - $444,983
  - URS Corporation - $236,171
  - ALCOA Extrusions, Inc. - $120,940
  - Chevron Corporation - $53,589
  - BIG-D Construction Corp. - $51,391
  - Aerospace Engineering Spectrum - $30,696
  - Utah State University Research - $29,193
  - The Shaw Group, Inc. - $25,620
  - Jacobs Engineering Group Inc. - $23,433
- The state's largest export market was the United Kingdom. Utah posted merchandise exports of $6 billion to the United Kingdom in 2012, 31.4 percent of the state’s total merchandise exports. The United Kingdom was followed by Hong Kong ($4.2 billion), Canada ($1.9 billion), India ($1.1 billion), and China ($608 million).
- The state's largest merchandise export category was primary metal manufactures, which accounted for $12.2 billion of Utah's total merchandise exports in 20112. Other top merchandise exports were computer and electronic products ($2 billion), food & kindred products ($817 million), transportation equipment ($811 million), and chemicals ($799 million).

Utah Data Points

- In 2012, the following metropolitan areas in Utah recorded merchandise exports: Salt Lake City ($16.0 billion), Provo-Orem ($2.1 billion), Ogden-Clearfield ($855 million), Logan ($364 million, portions of this MSA are shared with one or more other states) and St. George ($56 million).

- Top Medical Schools
  - University of Utah* (#21, U.S. News Best Medical Schools: Primary Care, #48, U.S. News Best Medical Schools: Research)
- Top Engineering Schools
  - University of Utah* (#54, U.S. News Best Engineering Grad Schools, Salt Lake City, Utah)
  - Brigham Young University (#114, U.S. News Best Engineering Grad Schools, Provo, Utah)
  - Utah State University (#131, U.S. News Best Engineering Grad Schools, Logan, Utah)
- Top Chaplain Schools
  - Brigham Young University (Provo, Utah)

*Indicates university with NROTC program

Utah Data Points

- One ship has borne the name USS *Utah:*
  - The first and only U.S. warship named in honor of Utah, USS *Utah* (BB-31/AG-16), was a true "dreadnought" type battleship with 10 12’’ pre-dreadnought type guns. She was laid down on 9 March 1909 at Camden, N.J., by the New York Shipbuilding Co. and launched on 23 December 1909. She was commissioned at the Philadelphia Navy Yard on 31 August 1911. For over two years the dreadnought maintained a schedule of operations off the eastern seaboard, ranging from the New England coast to Cuban waters. From April to November 1917 during World War I, *Utah* operated in the waters of the Chesapeake Bay as an engineering and gunnery training ship as well as covered Allied convoys crossing the Atlantic. She also served as part of the honor escort for the *George Washington*, which bore President Woodrow Wilson into the harbor of Brest, France on 13 December. She continued to carry out a regular routine of battle practices and maneuvers, ranging from the New England coast to the Caribbean, into mid-1921. During that time, she was redesignated BB-31 on 17 July 1920. On 31 May 1941, she entered the Puget Sound Navy Yard for repairs and alterations designed to make her a more effective gunnery training ship. On 14 September *Utah* sailed for Hawaiian waters and arrived at Pearl Harbor for antiaircraft training and target duties through the late autumn. On the morning of 7 December 1941, the battleship took a torpedo hit forward from the Japanese attacks, and immediately started to list to port. As the ship began to roll ponderously over on her beam ends, the timbers used for deck began to shift, hampering the efforts of the crew to abandon ship. She rolled over on her beam ends and her survivors struck out for shore. Obtaining a cutting torch from the nearby Raleigh (CL-7) ship, volunteers returned to the hull to search for trapped sailors while Japanese planes were still circling the area. As a result of the persistence shown by Machinist S. A. Szymanski, Chief Machinist's Mate Terrance MacSelwiney, and two others whose names were unrecorded, 10 men clambered from a would-be tomb. The last man out was Fireman Vaessen, who had made his way to the bottom of the ship when she capsized. *Utah* was declared "in ordinary" on 29 December 1941 and was placed under the control of the Pearl Harbor Base Force. Partially righted to clear an adjacent berth, she was then declared "out of commission, not in service," on 5 September 1944. *Utah's* name was struck from the Navy list on 13 November 1944.

Utah Data Points

- Utah is proud to be home to 5 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Lieutenant, Junior Grade William Edward Hall received a Medal of Honor for extreme courage and conspicuous heroism in combat above and beyond the call of duty as Pilot of a scouting plane in Scouting Squadron Two (VS-2) attached to the USS *Lexington*, in action against enemy Japanese forces in the Coral Sea on 7 and 8 May 1942. In an attack on 7 May, Lieutenant (j.g.) Hall dived his plane at an enemy Japanese aircraft carrier, contributing to the destruction of that vessel. On 8 May, facing heavy and fierce fighter opposition, he again displayed extraordinary skill as an airman and the aggressive spirit of a fighter in repeated and effectively executed counterattacks against a superior number of enemy planes in which three enemy aircraft were destroyed. Though seriously wounded in this engagement, Lieutenant (j.g.) Hall, succeeded in landing his plane safe.
  - Pharmacist's Mate Second Class George Edward Wahlen received a Medal of Honor for conspicuous gallantry and intrepidity at the risk of his life above and beyond the call of duty while serving as a Medical Corpsman with Company F, Second Battalion, Twenty-Sixth Marines, FIFTH Marine Division, during action against enemy Japanese forces on Iwo Jima in the Volcano group on 3 March 1945. Painfully wounded in the bitter action on 26 February, Pharmacist's Mate Second Class Wahlen remained on the battlefield, advancing on the frontlines to aid a wounded Marine and carrying him back to safety despite fire. He attended to his fighting comrades as they fell under the rain of shrapnel and bullets, and rendered prompt assistance to various elements of his combat group as required. When an adjacent platoon suffered heavy casualties, he cared for the wounded, working rapidly in an area swept by constant fire and treating 14 casualties before returning to his own platoon. Wounded again on 2 March, he gallantly refused evacuation, moving out with his company the following day in a furious assault across 600 yards of open terrain and repeatedly rendering medical aid while exposed to Japanese guns. He persevered in his determined efforts as his unit waged fierce battle and, unable to walk after sustaining a third agonizing wound, resolutely crawled 50 yards to administer first aid to still another fallen fighter.

Wyoming Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- There are no Fortune 500 companies in the state of Wyoming.
- The Navy has a very low presence in Wyoming with approximately 100 Navy personnel employed, including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Wyoming's export shipments of merchandise which in 2012 totaled $1.4 billion.
- Wyoming received $32,349 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - Primary activities and the desired outcomes are Wyoming export mentoring and outreach, customized training, and foreign trade missions. The Wyoming Business council will work with the Manufacturing Works and Small Business Development Centers to provide training and export assistance with the goal of introducing basic export strategies. These will be focused primarily in the beef and wheat industries, but will also encompass larger plans for small businesses in other sectors.
- A total of 451 companies exported goods from Wyoming locations in 2011. Of those, 343 (76.1 percent) were small and medium-sized enterprises (SMEs) with fewer than 500 employees.
- SMEs generated nearly two-thirds (64.3 percent) of Wyoming's total exports of merchandise in 2011.

Wyoming Data Points

- Export-supported jobs linked to manufacturing accounted for an estimated 2.4 percent of Wyoming's total private-sector employment. Nearly one-fifth (19 percent) of all manufacturing workers in Wyoming depended on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - Sinclair Oil Corporation - $33,515
  - Torix General Contractors, LLC - $12,616
  - Innovative Technical Solutions - $8,758
  - Heath, R C Construction Co. - $6,861
  - American Body Armor and Equipment - $5,374
  - Recco, Inc. - $5,163
  - Environmental Chemical Corporation - $4,304
  - Skils'Kin - $3,648
  - J X M, Inc. - $3,184
  - Abacus Technology Corporation - $2,884
- The state's largest export market was Canada. Wyoming posted merchandise exports of $330 million to Canada in 2012, 23.2 percent of the state's total merchandise exports. Canada was followed by Australia ($137 million), Brazil ($118 million), Indonesia ($101 million), and Chile ($73 million).
- The state's largest merchandise export category is chemicals, which accounted for $946 million of Wyoming's total merchandise exports in 2012. Other top merchandise exports were machinery manufactures ($196 million), oil & gas ($59 million), minerals & ores ($51 million) and petroleum & coal products ($44 million).

Wyoming Data Points

- In 2012, the metropolitan area of Casper exported $218 million in merchandise, and Cheyenne exported $56 million in merchandise.
- Wyoming is proud to be home to three Medal of Honor recipients, but no recorded Navy recipients.
- Three ships have borne the name USS *Wyoming:*
  - The first U.S. warship named *Wyoming* was the USS *Wyoming* (BM-10), laid down on 11 April 1898 at San Francisco, California. She was launched on 8 September 1900 and commissioned at the Mare Island Navy Yard, Vallejo, Calif., on 8 December 1902. After fitting out at Mare Island, *Wyoming* ran her trials and exercises in San Pablo and San Francisco Bays and conducted exercises and target practice off the southern California coast through the summer of 1903. She subsequently shifted further south, to Colombia, where a civil war threatened American lives and interests. The monitor accordingly arrived in Panamanian waters on 13 November to assist fleeing American nationals, transport Marines, and observe Colombian troop movements. The presence of American forces there and elsewhere ultimately resulted in independence for the Panamanians. For the remainder of 1904, Wyoming operated off the west coast, ranging from Brighton Beach and Ventura, Calif., to Bellingham, Wash., and Portland, Oreg. Recommissioned on 8 October 1908, *Wyoming* spent over two months at Mare Island refitting. Converted to oil fuel—the first ship to do so in the United States Navy—she underwent tests for her oil-burning installation at San Francisco, Santa Barbara, and San Diego into March 1909. During those tests, *Wyoming* was renamed *Cheyenne* on 1 January 1909. In February of 1913, *Cheyenne* was fitted out as a submarine tender and operated along the west coast until 1917. *Cheyenne* subsequently joined the Atlantic Fleet, serving as flagship and tender for Division 3, Flotilla 1, Submarine Force, Atlantic Fleet. On 17 December 1918, the ship was transferred to Division 1, American Patrol Detachment. Based in Baltimore, Maryland, *Cheyenne* was assigned to training duty with Naval Reserve Force (USNRF) personnel of sub-district "A," 5th Naval District, and trained USNRF reservists through 1925. Decommissioned on 1 June 1926, *Cheyenne* was struck from the Navy list on 25 January 1937, and her stripped-down hulk was sold for scrap on 20 April 1939.

Wyoming Data Points

- Continued…:
  - The second USS *Wyoming* (BB-32) was laid down on 9 February 1910 at Philadelphia, Pa., and launched on 25 May 1911. She was commissioned at the Philadelphia Navy Yard on 25 September 1912. She departed Philadelphia on 6 October and completed the fitting-out process at the New York Navy Yard, Brooklyn, N.Y., before she joined the fleet in Hampton Roads, Va. Reaching the Tidewater area on 30 December 1912, she became the flagship of Rear Admiral Charles J. Badger, Commander, United States Atlantic Fleet, soon thereafter. Sailing on 6 January 1913, the new battleship visited the soon to be completed Panama Canal and then conducted winter fleet maneuvers off Cuba before she returned to Chesapeake Bay on 4 March. During her cruise in the Mediterranean in 1898, she visited Valetta, Malta, Naples, Italy, and Ville-franche, France. The battleship then left French waters on the last day of November and reached New York on 15 December. *Wyoming* then underwent voyage repairs at the New York Navy Yard, remaining there through the end of 1913. Getting underway on 6 January 1914, the battleship reached Hampton Roads to prepare for the annual fleet exercises out of Guantanamo Bay and Guacanayabo Bay, Cuba. After preparations for "distant service," *Wyoming* became a part of the battleship squadron attached to the British Grand Fleet during World War I, Battleship Division Nine. In the 1930s, she was converted to a gunnery training ship. She departed Norfolk on 25 November 1941 for gunnery training runs out of Newport, R.I., and was off Platt's Bank when the Japanese attacked Pearl Harbor on 7 December 1941. During World War II, she operated in the Chesapeake Bay region and trained some 35,000 men on seven different types of guns. She was so familiar in the area that *Wyoming* earned the nickname of the "Chesapeake Raider." On 11 July 1947, *Wyoming* entered the Norfolk Naval Shipyard and was decommissioned on 1 August 1947. Her men and materiel were then transferred to *Mississippi* (AG-128) (ex-BB-41). *Wyoming's* name was struck from the Navy list on 16 September 1947, and her hulk was sold for scrapping on 30 October 1947. She was then delivered to her purchaser, Lipsett, Inc., of New York City, on 5 December 1947.
  - The third USS *Wyoming* (SSBN-742) is a *Ohio*-class ballistic missile submarine which has been in commission since 1996. The contract to build *Wyoming* was awarded to the Electric Boat Division of the General Dynamics Corporation in Groton, Connecticut, on 18 October 1989 and her keel was laid down there on 8 August 1991. She was launched on 15 July 1995, sponsored by Mrs. Monika B. Owens, and commissioned on 13 July 1996, with Captain Randall D. Preston in command of the Blue Crew and Commander Seth F. Paradise in command of the Gold Crew.

Wyoming Data Points

- Top Medical Schools
  - University of Wyoming (WWAMI Medical Education Program affiliated with the University of Washington School of Medicine, Laramie, Wyoming)
- Top Engineering Schools
  - University of Wyoming (#144, U.S. News Best Engineering Grad Schools, Laramie, Wyoming)
- Top Chaplain Schools

  *No prominent theological based programs in Wyoming

*No NROTC programs in Wyoming

Kansas Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **Three** of the Fortune 500 ranked companies are based in cities in Kansas with Sprint Nextel ranked in the top 100 (ranked in revenues):
  - Sprint Nextel, Seaboard, YRC Worldwide
- The Navy has a visibly low presence in Kansas with almost 500 Navy personnel employed, including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Kansas's export shipments of merchandise which in 2012 totaled $11.7 billion.
- A total of 3,456 companies exported goods from Kansas locations in 2011. Of those, 2,897 (83.8 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated one-quarter (24.7 percent) of Kansas' total exports of merchandise in 2011.
- Kansas received $154,371 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - The State of Kansas will use STEP funding for New-to-Export Live and Broadcast Training through a live web broadcast training event focused on increasing the visibility and viability of exporting.

Kansas Data Points

- Export-supported jobs linked to manufacturing accounted for an estimated 8.3 percent of Kansas' total private-sector employment. One-quarter (24.8 percent) of all manufacturing workers in Kansas depended on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - Raytheon Company - $968,260
  - The Boeing Company - $570,252
  - Northrop Grumman Corporation - $84,580
  - The Clement Group, LLC - $55,400
  - General Electric Company - $46,839
  - MMC Corp. - $44,368
  - Aeroflex Inc. - $44,138
  - American Ordnance LLC - $43,949
  - J E Dunn Construction Group - $37,343
  - Treviicos South, Inc. - $35,995
- The state's largest export market was Canada. Kansas posted merchandise exports of $2.7 billion to Canada in 2012, 23.5 percent of the state's total merchandise exports. Canada was followed by Mexico ($1.5 billion), China ($1.1 billion), Japan ($742 million), and Nigeria ($566 million).
- The state's largest merchandise export category was transportation equipment, which accounted for $2.4 billion of Kansas's total merchandise exports in 2012. Other top merchandise exports were food & kindred products ($2.1 billion), agricultural products ($1.7 billion), machinery ($1.4 billion) and chemicals ($1.1 billion).

Kansas Data Points

- In 2011, the following metropolitan areas in Kansas recorded merchandise exports: Wichita ($4.3 billion), Topeka ($265 million), Lawrence ($66 million) and Manhattan ($33 million).

- Top Medical Schools
  - University of Kansas School of Medicine* (Kansas City, Kansas)
- Top Engineering Schools
  - University of Kansas* (#101, U.S. News Best Engineering Grad Schools, Lawrence Kansas)
- Top Chaplain Schools
  - Southwestern College (Winfield, Kansas)
  - Newman University (Wichita, Kansas)
  - Sterling College (Sterling, Kansas)
  - Central Christian College of Kansas (McPherson, Kansas)
  - Central Baptist Theological Seminary (Shawnee, Kansas)

*Indicates university with NROTC program

Kansas Data Points

- Two ships have borne the name USS *Kansas*:
  - The first USS *Kansas*, first of a class of 836-ton screw steam gunboats, was built at the Philadelphia Navy Yard, Pennsylvania. Commissioned in December 1863, she was assigned to the North Atlantic Blockading Squadron for operations in North Carolina and Virginia waters. While off New Inlet, North Carolina, on 6 May 1864, *Kansas* saw combat against the Confederate ironclad ram *Raleigh*. Later in the month, she captured the blockade running steamer *Tristam Shandy*, and in October and December 1864, participated in capturing the blockade runner *Annie* and destroying the *Stormy Petrel*. *Kansas* took part in the attempt to capture Fort Fisher in late December and the successful effort the next month. In February 1865, *Kansas* was sent to James River, Virginia, where she remained until April. Decommissioned at Philadelphia in May, she returned to active service in July to join the South Atlantic Squadron. Again decommissioned in September 1869 and recommissioned in September 1870, *Kansas* served mainly in the Caribbean and Gulf of Mexico during the next five years, including surveying duty along the coast of Central America. She decommissioned for the last time in August 1875. After eight years laid up "in ordinary", USS *Kansas* was sold in September 1883.

Kansas Data Points

- Continued…:
  - The second USS *Kansas* (BB-21) was a 16,000 ton *Connecticut*-class battleship launched by New York Shipbuilding Corp., Camden, N.J., 12 August 1905. She was commissioned in Philadelphia Navy Yard 18 April 1907, with Captain Charles B. Vreeland in command. After a shakedown cruise off the east coast, she joined the Atlantic Fleet's battleships in Hampton Roads, Virginia, in time to take part in the “Great White Fleet” cruise around the World that began in December 1907. For the next fifteen months, *Kansa*s and her sister battleships cruised around South America to the U.S. west coast, then steamed across the Pacific to visit Hawaii, New Zealand, Australia, the Philippines and Japan. Continuing by way of the Indian Ocean, they called on Ceylon, transited the Suez Canal, passed through the Mediterranean and crossed the Atlantic to return to Hampton Roads in late February 1909. At the end of this epic voyage, *Kansas* began an overhaul that greatly changed her appearance. She emerged with two new "cage" masts and grey paint in place of the previous "white and buff.” During the next eight years, she mainly operated with the battle fleet in U.S. and Caribbean waters, but also made three trans-Atlantic cruises. In late 1911, *Kansas* called on ports in France and England. The next spring, she went to the Baltic and in 1913 visited Italy. In a diplomatic mission in July 1914, the battleship transported the body of the late Venezuelan Minister back to his country for burial. After the United States entered World War I in April 1917, *Kansas* served in training and escort roles until the conflict's end in November 1918. Next assigned work as a troop transport, she made five round-trips to France from then until mid-1919, helping to bring home veterans of the "Great War.” In June 1920, *Kansas* passed through the Panama Canal to the Pacific, taking Naval Academy midshipmen on a training cruise that reached as far west as Hawaii. Returning to the Pacific in October 1920, she steamed to Samoa and Hawaii. She made a final voyage to Europe on a midshipmen's training cruise in mid-1921. *Kansas* was inactive after the conclusion of that trip. Decommissioned in December 1921, she was stricken from the Navy list in 1923 and was sold for scrap in 1924 in accordance with the Washington Treaty limiting naval armament.

Kansas Data Points

- Kansas is proud to be home to 28 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Ensign Paul Frederick Foster received a Medal of Honor for distinguished conduct in battle attached to the USS *Utah* during the engagements of Vera Cruz, Mexico, 21 and 22 April 1914. In both days' fighting at the head of his company, Ensign Foster was eminent and conspicuous in his conduct, leading his men with skill and courage.
  - Pharmacist's Mate First Class John Henry Balch received a Medal of Honor for gallantry and intrepidity at the risk of his life above and beyond the call of duty, with the 6th Regiment, U.S. Marines, in action at Vierzy, on 19 July 1918. Balch fearlessly exposed himself to machinegun and high-explosive fire to help the wounded as they fell in the attack, leaving his dressing station voluntarily and keeping up the work all day and late into the night for 16 hours.
  - Machinist Donald Kirby Ross received a Medal of Honor for distinguished conduct in the line of his profession during the attack on the Fleet in Pearl Harbor by Japanese forces on 7 December 1941. When his station in the forward dynamo room of the USS Nevada became almost untenable due to smoke, steam and heat, Machinist Ross forced his men to leave that station and performed all the duties himself until blinded and unconscious. Upon being rescued and resuscitated, he returned and secured the forward dynamo room and proceeded to the after dynamo room where he was later again rendered unconscious by exhaustion. After recovering consciousness, he returned to his station where he remained until directed to abandon it. ***Donald Ross and his wife Helen Ross became well-recognized historians on the Medal of Honor, authoring several books to preserve the history of the recipients of the award. At Ross' request, following his death in 1992, Ross was cremated and his ashes were scattered over the Pacific Ocean at the location where the USS Nevada had later been sunk when it was too badly damaged to continue active service.*

Nevada Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **Four** of the Fortune 500 ranked companies are based in cities in Nevada:
  - Las Vegas Sands, Caesars Entertainment, MGM Resorts International, Wynn Resorts
- The Navy has a low presence in Nevada with approximately 1,500 Navy personnel employed, including active duty and civilian personnel and assets including NAS Fallon. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Nevada's export shipments of merchandise which in 2012, totaled $10.3 billion.
- A total of 2,730 companies exported goods from Nevada locations in 2011. Of those, 2,327 (85.2 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated nearly one-fifth (18.6 percent) of Nevada's total exports of merchandise in 2011.
- Nevada received $ 203,878 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - The Nevada Governor's Office of Economic Development (GOED) in collaboration with the STEP program will continue to successfully reach small businesses throughout Nevada by directly providing funding to small exporting companies in Nevada. The GOED will aid business with export service needs through training, trade shows, and trade missions. The Trans-Pacific Partnership (TPP), a multilateral free trade agreement, will fulfill an agreement with the GOED to increase trade between the State of Nevada and Australia, Brunei, Chile, Malaysia, New

Nevada Data Points

- Export-supported jobs linked to manufacturing accounted for an estimated 2 percent of Nevada's total private-sector employment. Over one-sixth (17.4 percent) of all manufacturing workers in Nevada depended on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (dollars in thousands):
  - Sierra Health Services, INC. - $527,349
  - Sierra Nevada Corporation - $502,042
  - Northrop Grumman Corporation - $53,345
  - Raytheon Company - $52,323
  - US Ordinance Inc. - $51,783
  - Chugach Alaska Corporation - $32,599
  - Day & Zimmerman, Inc.- $31,624
  - Science Applications International - $27,853
  - American Hospital Service Group - $27,646
  - General Atomic Technologies Co. - $26,270
- The state's largest export market was Switzerland. Nevada posted merchandise exports of $3.8 billion to Switzerland in 2012, 36.8 percent of the state’s total merchandise exports. Switzerland was followed by India ($1.8 billion), China ($1.4 billion), China ($561 million), and Mexico ($336 million).
- The state's largest merchandise export category was primary metals manufactures, which accounted for $5.4 billion of Nevada's total merchandise exports in 2012. Other top merchandise exports were computers and electronic products ($1.4 billion), miscellaneous manufactures ($1 billion), minerals and ores ($959 million), and machinery ($243 million).

Nevada Data Points

- In 2012, the following metropolitan areas in Nevada recorded merchandise exports: Reno-Sparks ($2.0 billion), Las Vegas-Paradise ($1.8 billion) and Carson City ($137 million)..

- Top Medical Schools
  - University of Nevada School of Medicine (Reno, Nevada)
- Top Engineering Schools
  - University of Nevada – Las Vegas
  - University of Nevada-Reno
  - Western Nevada College (Carson City, Nevada)
- Top Chaplain Schools
  - No prominent theological based programs in Nevada

*No NROTC programs in Nevada

Nevada Data Points

- Three ships have borne the name USS *Nevada*:
  - The first USS *Nevada* (BM-8) was an *Arkansas* class monitor built by Bath Iron Works, ME. Laid down 17 April 1899, launched as *Connecticut* on 24 November 1900, renamed *Nevada* in 1901, and commissioned 5 March 1903. She was based at Bermuda, Azores and Lisbon, Portugal at various times. The USS *Nevada* was decommissioned for disposal in January 1919.
  - The second USS *Nevada* (BB-36), 1916-1948, was first of a class of two 27,500-ton battleships, and built at Quincy, Massachusetts. She was commissioned in March 1916 and operated in the western Atlantic and the Caribbean until mid-1918, when she went to the British Isles for World War I service. *Nevada* was modernized in 1927-30, exchanging her "basket" masts for tripods. She then returned to duty with the U.S. Battle Fleet, mainly operating in the Pacific over the next eleven years. The only battleship able to get underway during the 7 December 1941 Pearl Harbor Raid, *Nevada* was the object of intense attacks by Japanese aircraft. Left in a sinking condition after receiving one torpedo and several bomb hits, she had to be beached. Vigorous salvage work and temporary repairs enabled her to steam to the U.S. west coast in April 1942. Transferred to the Atlantic in mid-1943, her 14" and 5" guns were actively employed during the Normandy Invasion in June 1944 and the Southern France operation in August and September. The battleship then returned to the Pacific, where she assisted with the invasions of Iwo Jima and Okinawa in 1945. Though damaged by a suicide plane on 27 March and by an artillery shell on 5 April, *Nevada* remained in action off Okinawa until June 1945. She spent the remaining months of World War II in the Western Pacific, preparing for the invasion of Japan. With the coming of peace, *Nevada* steamed back to Hawaii. She was too old for retention in the post-war fleet, and was assigned to serve as a target during the July 1946 atomic bomb tests at Bikini, in the Marshall Islands. That experience left her damaged and she was formally decommissioned in August 1946. After two years of inactivity, USS *Nevada* was towed to sea off the Hawaiian islands and sunk by gunfire and torpedoes.

Nevada Data Points

- Continued…:
  - The third USS *Nevada* (SSBN 733) is the eighth ship in the *Ohio* class of Fleet Ballistic Missile Submarines and the first submarine in the Navy to bear the name of the state. She has been in commission since 1986. She is a Trident Ballistic Missile Submarine homeported in Bangor, WA. The *Ohio* class submarine offers significant improvements and advantages over the POLARIS/POSEIDON programs in equipment design and it represents the most modern technology in the world.

- Nevada is proud to be home to two Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Lieutenant Commander Bruce Avery Van Voorhis received a Medal of Honor for gallantry and intrepidity at the risk of his life above and beyond the call of duty as Squadron Commander of Bombing Squadron ONE HUNDRED TWO (VB-102) and as Plane Commander of a PB4Y-I Patrol Bomber operating against the enemy on Japanese-held Greenwich Island during the battle of the Solomon Islands, 6 July 1943. Fully aware of the limited chance of surviving an urgent mission, voluntarily undertaken to prevent a surprise Japanese attack against our forces, Lieutenant Commander Van Voorhis took off in total darkness on a perilous 700-mile flight without escort or support. Successful in reaching his objective despite treacherous winds, low visibility and difficult terrain, he fought a relentless battle under fierce anti-aircraft fire and overwhelming aerial opposition. Forced lower and lower by pursuing planes, he persisted in his mission of destruction. Abandoning all chance of a safe return he executed six ground-level attacks to demolish the enemy's vital radio station, installations, anti-aircraft guns and crews with bombs and machinegun fire, and to destroy one fighter plane in the air and three on the water. Caught in his own bomb blast, Lieutenant Commander Van Voorhis crashed into the lagoon off the beach, sacrificing himself in a single-handed fight and making a contribution to driving the Japanese from the Solomons. He gallantly gave his life for his country.

Nebraska Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **Five** of the Fortune 500 ranked companies are based in Nebraska, with Berkshire Hathaway ranked in the top 100 (ranked in revenues):
  - Berkshire Hathaway, Union Pacific, ConAgra Foods, Peter Kiewit Sons', Mutual of Omaha Insurance
- The Navy has a visibly low presence in Nebraska with nearly 1,100 Navy personnel employed, including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Nebraska's export shipments of merchandise which in 2012 totaled $7.5 billion.
- A total of 1,924 companies exported goods from Nebraska locations in 2011. Of those, 1,570 (81.6 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated over one-fifth (21.7 percent) of Nebraska's total exports of merchandise in 2011.
- Nebraska received $566,300 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - The Nebraska Department of Economic Development's (NDED) most ambitious program under STEP is the establishment of a trade center in Shanghai, China meant to advance trade and

Nebraska Data Points

- Export-supported jobs linked to manufacturing accounted for an estimated 5.1 percent of Nebraska's total private-sector employment. Nearly one-sixth (15.9 percent) of all manufacturing workers in Nebraska depended on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - Conagra Foods, Inc. - $131,981
  - Northrop Grumman Corporation - $108,251
  - Computer Sciences Corporation - $98,391
  - Booz Allen Hamilton Inc.- $42,613
  - Lockheed Martin Corporation - $35,975
  - Promac Inc. - $35,897
  - Spiral Solutions & Technologie- $28,273
  - Science Applications International - $27,710
  - Bae Systems Plc- $24,870
  - Raytheon Company - $24,356
- The state's largest export market was Canada. Nebraska posted merchandise exports of $1.9 billion to Canada in 2012, 25.5 percent of the state’s total merchandise exports. Canada was followed by Mexico ($1.8 billion), China ($488 million), Japan ($468 million), and Korea ($320 million).

Nebraska Data Points

- The state's largest merchandise export category was food & kindred products, which accounted for $2.4 billion of Nebraska's total merchandise exports in 2012. Other top merchandise exports were machinery ($1.3 billion), agricultural products ($1.3 billion), chemicals ($583 million) and transportation equipment ($449 million).
- In 2012, the following metropolitan areas in Nebraska recorded merchandise exports: Omaha-Council Bluffs ($3.5 billion, portions of this MSA are shared with one or more other states) and Lincoln ($905 million).

- Top Medical Schools
  - University of Nebraska Medical Center* (#6, U.S. News Best Medical Schools: Primary Care, #62, U.S. News Best Medical Schools: Research, Omaha, Nebraska)
  - Creighton University (#77, U.S. News Best Medical Schools: Primary Care, #80, U.S. News Best Medical Schools: Research, Omaha, Nebraska)
- Top Engineering Schools
  - University of Nebraska – Lincoln* (#93, U.S. News Best Engineering Grad Schools)
- Top Chaplain Schools
  - Union College (Lincoln, Nebraska)
  - Summit Christian College (Scottsbluff, Nebraska)
  - Creighton University (Omaha, Nebraska)

*Indicates university with NROTC program

Nebraska Data Points

- Three ships have borne the name USS *Nebraska:*
  - The first USS *Nebraska* (1869), a seagoing monitor ordered in November 1863, was also renamed the USS *Hecla* and USS *Shakamaxon*. Never finished, the monitor was broken up between January 1874 and March 1875.
  - The second USS *Nebraska* (BB-14), a *Virginia*-class battleship commissioned in 1907, served in the eastern Pacific and accompanied the "Great White Fleet" on its world cruise. When the United States entered World War I in April 1917, she performed training duty and cruised extensively in the conflict's last half-year. In late December 1918, with peace restored, USS *Nebraska* began a troop transport assignment, as part of the effort to bring U.S. servicemen home from France, until decommissioned in July 1920.
  - The third USS *Nebraska* (SSBN 739), is the 14th ship in the *Ohio*-class of submarines. Commissioned in 1993, one of her crew suffered a fatal accident in 1998 after working in dangerous proximity to moving components of the rudder ram. The ship’s current homeport is Bangor, Wash.

Nebraska Data Points

- Nebraska is proud to be home to 20 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Carpenter's Mate Third Class Jacob Volz received a Medal of Honor for extraordinary heroism in action while attached to the USS *Pampanga*. Volz was one of a shore party moving in to capture Mundang, on the island of Basilan, Philippine Islands, on 24 September 1911. Investigating a group of nipa huts close to the trail, the advance scout party was suddenly taken under point-blank fire and rushed by approximately twenty enemy Moros attacking from inside the huts and other concealed positions. Volz responded instantly to calls for help and, finding all members of the scout party writhing on the ground but still fighting, he blazed his rifle into the outlaws, destroying several of the Moros and assisting in the rout of the remainder.
  - Ensign John Joseph Parle received a Medal of Honor for valor and courage above and beyond the call of duty as Officer-in-Charge of Small Boats in the USS LST 375 during the amphibious assault on the Island of Sicily, 9 - 10 July 1943. Realizing that a detonation of explosives would prematurely disclose to the enemy the assault about to be carried out, and with full knowledge of the peril involved, Ensign Parle risked his life to extinguish a smoke pot accidentally ignited in a boat carrying charges of high explosives, detonating fuses and ammunition. Undaunted by fire and blinding smoke, he entered the craft, quickly snuffed out a burning fuse, and after failing in his desperate efforts to extinguish the fire pot, finally seized it with both hands and threw it over the side. Although he succumbed a week later from smoke and fumes inhaled, Ensign Parle's heroic self-sacrifice prevented grave damage to the ship and personnel and insured the security of a vital mission.

Nebraska Data Points

- Continued…:
  - Lieutenant, Junior Grade Joseph Robert Kerrey received a Medal of Honor for conspicuous gallantry and intrepidity at the risk of his life above and beyond the call of duty while serving as a SEAL Team Leader for Seal Team ONE during action against enemy aggressor (Viet Cong) forces in Nha Trang Bay, Republic of Vietnam, on 14 March 1969. Acting in response to reliable intelligence, Lieutenant (j.g.) Kerrey led his SEAL team on a mission to capture important members of the enemy's area political cadre known to be located on an island in the bay of Nha Trang. In order to surprise the enemy, he and his team scaled a 350-foot sheer cliff to place themselves above the ledge on which the enemy was located. Splitting his team in two elements and coordinating both, Lieutenant (j.g.) Kerrey led his men in the treacherous downward descent to the enemy's camp. Just as they neared the end of their descent, intense enemy fire was directed at them, and Lieutenant (j.g.) Kerrey received massive injuries from a grenade which exploded at his feet and threw him backward onto the jagged rocks. Although bleeding profusely and suffering great pain, he displayed outstanding courage and presence of mind in immediately directing his element's fire into the heart of the enemy camp. Utilizing his radioman, Lieutenant (j.g.) Kerrey called in the second element's fire support which caught the confused Viet Cong in a devastating crossfire. After successfully suppressing the enemy's fire, Kerrey resolutely directed his men, despite his near-unconscious state, until he was eventually evacuated by helicopter. The havoc brought to the enemy by this very successful mission cannot be over-estimated. The enemy soldiers who were captured provided critical intelligence to the allied effort.

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